

Message Text

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15

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 TRSE-00 OMB-01 OPIC-03 L-03 SP-02

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R 110410Z JUN 75

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 3156

INFO USDOC WASHDC

AMEMBASSY BEIRUT

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

AMEMBASSY TELAVIV

LIMITED OFFICIAL USE KUWAIT 2466

E.O. 11652: NA

TAGS: ETRD KU

SUBJ: BOYCOTT OF ISRAEL--MACK TRUCK

1. AMERICAN CONSULTANT TO MACK TRUCK COMPANY CALLED ON CHARGE AND ECONOFF JUNE 10 TO REPORT THAT KUWAITI BOYCOTT OFFICIALS HAVE NOTIFIED US COMPANY THAT IT HAD 60 DAYS IN WHICH TO SHOW CAUSE WHY IT SHOULD NOT BE BOYCOTTED. ALLEGED ACT CALLING FOR BOYCOTT IS COMPANY'S RELATIONSHIP WITH ASHDOD INDUSTRIES OF ISRAEL. ACCORDING OUR SOURCE MACK HAS NO RPT NO EQUITY INTEREST IN ASHDOD. IT DOES SELL "KITS" FROM WHICH ASHDOD ASSEMBLES TRUCKS, HOWEVER.

2. AMERICAN CONSULTANT EXPLAINED THAT MACK BELIEVES IT CANNOT CEASE THIS BUSINESS RELATIONSHIP IN FACE OF BOYCOTT, BUT NEITHER DOES IT WISH TO FOREGO BURGEONING ARAB MARKET. DURING DISCUSSION OF POSSIBLE STEPS SOMpany COULD TAKE, CONSULTANT OBSERVED THAT REPRESENTATIVES MACK AND TWO SAUDI PRINCES (THE GOVERNORS OF MECCA AND RIYADH) CURRENTLY IN SERIOUS NEGOTIATIONS IN LONDON REGARDING ESTABLISHMENT OF TRUCK ASSEMBLY LINE IN SAUDI ARABIA. IF NEGOTIATIONS ARE

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SUCCESSFUL, SAUDIS PRESUMABLY WILL BE ABLE TURN-OFF ANY KUWAITI

INSPIRED BOYCOTT MOVES.

3. CONSULTANT SAID HIS VISIT HERE IS EXPLORATORY; HE IS ACCOMPANIED BY MACK'S EGYPTIAN AGENT. WHILE HERE THEY WILL MEET WITH LOCAL AGENT AND WITH LOCAL BOYCOTT OFFICIALS. IF NECESSARY COMPANY MAY SUGGEST JOINT VENTURE WITH KUWAITIS HERE OR MORE LIKELY IN ANOTHER COUNTRY SUCH AS EGYPT. THIS ONLY NECESSARY IF SAUDI PROJECT FAILS DEVELOPE. IN ANY CASE, MACK INTENDS TO MOUNT VIGOROUS CAMPAIGN TO AVOID BEING BOYCOTTED. CONSULTANT PROMISED TO KEEP ECONOFF UP TO DATE ON DEVELOPEMENTS, AND BY TIME HE LEAVES KUWAIT THURSDAY HE MAY HAVE IDEA WHETHER HE FACED WITH SERIOUS CHALLENGE OR NOT.
MAU

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Message Attributes

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